MPG Cty	MPG Hwy	Make	Trans-mission	CID	Cyl.
18	22	Saab 900	A3	121	4
21	28	Saab 900	M5	121	4
20	26	Saab 900	M5	121	4
20	24	Saab 900	M5	121	4
26	31	Subaru Sedan	M5	109	4
23	25	Subaru Sedan	L3	109	4
25	27	Subaru Sedan	L3	109	4
25	30	Subaru Sedan	M5	109	4
24	29	Subaru Sedan 4WD	M5	109	4
30	36	Toyota Camry	D-L4	120	4
26	32	Toyota Camry	L4	122	4
28	34	Toyota Camry	M5	122	4
28	33	Toyota Corolla	L3	97	4
28	35	Toyota Corolla	L4	97	4
31	37	Toyota Corolla	M5	97	4
19	23	Toyota Cressida	L4	168	6
19	24	Toyota Cressida	M5	168	6
37	44	VW Golf	D-M5	97	4
23	27	VW Golf	A3	109	4
27	34	VW Golf	M5	109	4
26	31	VW GTI	M5	109	4
37	44	VW Jetta	D-M5	97	4
36	43	VW Jetta	D-M5	97	4
23	27	VW Jetta	A3	109	4
27	34	VW Jetta	M5	109	4
23	27	VW Jetta GLI	A3	109	4
26	31	VW Jetta GLI	M5	109	4
18	22	VW Quantum	A3	136	5
19	24	VW Quantum	M5	136	5
21	24	Volvo 240DL/GL	A4	141	4
23	28	Volvo 240DL/GL	M4	141	4
		Mid-Size Cars			
17	25	Audi 5000CS Quattro	M5	136	5
18	22	Audi 5000S	A3	136	5
19	26	Audi 5000S	M5	136	5
22	32	Buick Century	L3	151	4
19	26	Buick Century	L3	173	6
20	28	Buick Century	L4	173	6
19	29	Buick Century	L4	231	6
18	24	Buick Regal	L3	231	6
17	24	Buick Regal	L4	231	6
17	23	Buick Regal	L3	307	8
18	25	Buick Regal	L4	307	8
19	30	Buick Riviera	L4	231	6
17	26	Cadillac Eldorado	L4	249	8
17	26	Cadillac Seville	L4	249	8
22	32	Chevy Celebrity	L3	151	4
23	31	Chevy Celebrity	M4	151	4
19	26	Chevy Celebrity	L3	173	6
20	28	Chevy Celebrity	L4	173	6
18	25	Chevy Celebrity	L3	173	6
19	28	Chevy Celebrity	L4	173	6
18	23	Chevy Monte Carlo	L3	262	6
18	27	Chevy Monte Carlo	L4	262	6
17	25	Chevy Monte Carlo	L4	305	8
20	24	Chry Lebaron	A3	135	4
24	27	Chry Lebaron	A3	135	4
23	25	Chry Lebaron	A3	152	4
20	24	Chry Lebaron GTS	A3	135	4
24	27	Chry Lebaron GTS	A3	135	4
19	28	Chry Lebaron GTS	M5	135	4
25	35	Chry Lebaron GTS	M5	135	4
23	25	Chry Lebaron GTS	A3	152	4
23	32	Chry Lebaron GTS	M5	152	4
19	23	Chry Limousine	A3	135	4
20	24	Chry New Yorker	A3	135	4
23	25	Chry New Yorker	A3	152	4
16	21	Chry Newport 5th Ave.	L3	318	8
24	28	Dodge Aries	A3	135	4
25	35	Dodge Aries	M5	135	4
23	26	Dodge Aries	A3	152	4
16	21	Dodge Diplomat	L3	318	8
24	27	Dodge Lancer	A3	135	4
20	24	Dodge Lancer	A3	135	4
19	28	Dodge Lancer	M5	135	4
25	35	Dodge Lancer	M5	135	4
23	25	Dodge Lancer	A3	152	4
23	32	Dodge Lancer	M5	152	4
20	24	Dodge 600	A3	135	4
24	27	Dodge 600	A3	135	4
23	25	Dodge 600	A3	152	4
21	25	Ford LTD	A3	140	4
19	23	Ford LTD	L3	231	6
18	26	Linc-Merc Continental	L4	302	8
18	26	Linc-Merc Mark VII	L4	302	8
21	25	Linc-Merc Marquis	A3	140	4
19	23	Linc-Merc Marquis	L3	231	6
15	18	Mer Benz 420SEL	A4	256	8
14	16	Mer Benz 560SEL	A4	338	8
22	32	Olds Cutlass Ciera	L3	151	4
19	26	Olds Cutlass Ciera	L3	173	6
20	28	Olds Cutlass Ciera	L4	173	6
18	25	Olds Cutlass Ciera	L3	173	6
19	28	Olds Cutlass Ciera	L4	173	6
19	30	Olds Cutlass Ciera	L4	231	6
18	24	Olds Cutlass Supreme	L3	231	6
17	23	Olds Cutlass Supreme	L3	307	8
18	25	Olds Cutlass Supreme	L4	307	8
19	30	Olds Toronado	L4	231	6
24	27	Plymouth Caravelle	A3	135	4
20	24	Plymouth Caravelle	A3	135	4
23	25	Plymouth Caravelle	A3	152	4
16	21	Plymouth Gran Fury	L3	318	8
24	28	Plymouth Reliant	A3	135	4
25	35	Plymouth Reliant	M5	135	4
23	26	Plymouth Reliant	A3	152	4
18	24	Pontiac Bonneville	L3	231	6

(Continued on page 14)

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EPA Gas Mileage Figures

(Continued from page 13)

MPG Cty	MPG Hwy	Make	Trans-mission	CID	Cyl.
18	23	Pontiac Bonneville	L3	262	6
18	27	Pontiac Bonneville	L4	262	6
17	25	Pontiac Bonneville	L4	305	8
18	24	Pontiac Grand Prix	L3	231	6
18	23	Pontiac Grand Prix	L3	262	6
18	27	Pontiac Grand Prix	L4	262	6
17	25	Pontiac Grand Prix	L4	305	8
22	32	Pontiac 6000	L3	151	4
19	26	Pontiac 6000	L3	173	6
20	28	Pontiac 6000	L4	173	6
18	24	Pontiac 6000	L3	173	6
18	26	Pontiac 6000	L4	173	6
9	10	Rolls Sil Spirit	A3	412	8
19	22	Volvo 740/760	A4	141	4
22	25	Volvo 740/760	L4	141	4
20	25	Volvo 740/760	M4	141	4
23	28	Volvo 740/760	M4	141	4
24	27	Volvo 740/760	D-L4	145	6
18	22	Volvo 740/760	A4	174	6
		Large Cars			
19	30	Buick Electra	L4	231	6
19	30	Buick LeSabre	L4	231	6
17	26	Cad. DeVille	L4	249	8
18	25	Cad. Fltwd Brougham	L4	307	8
17	24	Cad. Limousine	L4	249	8
18	23	Chevy Caprice	L3	262	6
18	25	Chevy Caprice	L4	262	6
17	25	Chevy Caprice	L4	305	8
18	25	Chevy Caprice	L4	307	8
18	26	Ford LTD Cr. Vic.	L4	302	8
18	26	Linc-Merc Gr Marquis	L4	302	8
18	26	Linc-Merc Town Car	L4	302	8
19	30	Olds Delta 88 Royale	L4	231	6
19	30	Olds Ninety-Eight Regency	L4	231	6
18	23	Pontiac Parisienne	L3	262	6
18	25	Pontiac Parisienne	L4	262	6
17	25	Pontiac Parisienne	L4	305	8
18	25	Pontiac Parisienne	L4	307	8
8	10	Rolls Sil Spur Limo	A3	412	8
21	28	Saab 9000	M5	121	4
		Small Station Wagons			
24	31	Buick Skyhawk Wagon	L3	110	4
27	37	Buick Skyhawk Wagon	M5	110	4
23	29	Buick Skyhawk Wagon	L3	121	4
25	32	Buick Skyhawk Wagon	M4	121	4
23	29	Chevy Cavalier Wagon	L3	121	4
25	32	Chevy Cavalier Wagon	M4	121	4
24	32	Chevy Cavalier Wagon	M5	121	4
18	25	Chevy Cavalier Wagon	L3	173	6
19	26	Chevy Cavalier Wagon	M4	173	6
23	24	Dodge Colt Vista	L3	122	4
24	29	Dodge Colt Vista	M5	122	4
25	30	Ford Escort Wagon	A3	113	4
32	41	Ford Escort Wagon	M4	113	4
27	34	Ford Escort Wagon	M5	113	4
36	43	Ford Escort Wagon	D-M5	122	4
28	32	Honda Civic Wagon	L4	91	4
30	35	Honda Civic Wagon	M5	91	4
25	30	Linc-Merc Lynx Wagon	A3	113	4
32	41	Linc-Merc Lynx Wagon	M4	113	4
27	34	Linc-Merc Lynx Wagon	M5	113	4
36	43	Linc-Merc Lynx Wagon	D-M5	122	4
22	23	Mazda GLC Wagon*	A3	91	4
25	29	Mazda GLC Wagon*	M4	91	4
25	30	Mazda GLC Wagon*	M5	91	4
23	24	Mitsubishi Space Wagon*	L3	122	4
18	24	Nissan Maxima Wagon	L4	181	6
27	30	Nissan Sentra Wagon	L3	98	4
31	38	Nissan Sentra Wagon	M5	98	4
24	31	Olds Firenza Cruiser	L3	110	4
27	37	Olds Firenza Cruiser	M5	110	4
23	29	Olds Firenza Cruiser	L3	121	4
25	32	Olds Firenza Cruiser	M4	121	4
18	25	Olds Firenza Cruiser	L3	173	6
19	25	Olds Firenza Cruiser	M4	173	6
23	24	Plymouth Colt Vista	L3	122	4
24	29	Plymouth Colt Vista	M5	122	4
24	31	Pontiac Sunbird Wagon	L3	110	4
27	37	Pontiac Sunbird Wagon	M5	110	4
20	24	Renault 18I Sp. Wagon	A3	132	4
23	31	Renault 18I Sp. Wagon	M5	132	4
26	31	Subaru Wagon	M5	109	4
25	26	Subaru Wagon	L3	109	4
23	25	Subaru Wagon	L3	109	4
25	30	Subaru Wagon	M5	109	4
28	31	Toyota Tercel Wgn 2WD	A3	89	4
31	37	Toyota Tercel Wgn 2WD	M5	89	4
24	25	Toyota Tercel Wgn 4WD	A3	89	4
27	32	Toyota Tercel Wgn 4WD	M5	89	4
22	25	VW Quantum Wagon	A3	109	4
25	31	VW Quantum Wagon	M5	109	4

*Available in Puerto Rico only.

		Mid-Size Station Wagons			
17	25	Audi 5000CS Quattro Wagon	M5	136	5
17	22	Audi 5000S Wagon	A3	136	5
19	25	Audi 5000S Wagon	M5	136	5
21	28	Buick Century Wgn	L3	151	4
19	25	Buick Century Wgn	L3	173	6
19	25	Buick Century Wgn	L4	173	6
19	30	Buick Century Wgn	L4	231	6
22	31	Chevy Celebrity Wgn	L3	151	4
23	31	Chevy Celebrity Wgn	M4	151	4
19	25	Chevy Celebrity Wgn	L3	173	6
19	25	Chevy Celebrity Wgn	L4	173	6
18	24	Chevy Celebrity Wgn	L3	173	6
18	26	Chevy Celebrity Wgn	L4	173	6
20	24	Chry Town & Country Wgn	A3	135	4
23	25	Chry Town & Country Wgn	A3	152	4
24	27	Dodge Aries Wgn	A3	135	4
25	35	Dodge Aries Wgn	M5	135	4
23	25	Dodge Aries Wgn	A3	152	4
19	22	Ford LTD Wgn	L3	231	6
19	23	Linc Merc Marq Wgn	L3	231	6
20	25	Nissan Stanza Wgn 2WD	L4	120	4
23	28	Nissan Stanza Wgn 2WD	M5	120	4
21	28	Olds Cutl Cruiser	L3	151	4
19	25	Olds Cutl Cruiser	L3	173	6
19	25	Olds Cutl Cruiser	L4	173	6
18	24	Olds Cutl Cruiser	L3	173	6
18	26	Olds Cutl Cruiser	L4	173	6
20	23	Peugeot 505 St Wgn	L4	120	4
20	24	Peugeot 505 St Wgn	M5	120	4
19	22	Peugeot 505 St Wgn	L4	131	4
24	27	Plymouth Reliant Wgn	A3	135	4
25	35	Plymouth Reliant Wgn	M5	135	4
23	25	Plymouth Reliant Wgn	A3	152	4
21	28	Pontiac 6000 Wgn	L3	151	4
19	25	Pontiac 6000 Wgn	L3	173	6
19	25	Pontiac 6000 Wgn	L4	173	6
18	24	Pontiac 6000 Wgn	L3	173	6
18	26	Pontiac 6000 Wgn	L4	173	6
19	23	Toyota Cressida Wgn	L4	168	6
21	24	Volvo 240DL/GL Wgn	A4	141	4
23	28	Volvo 240DL/GL Wgn	M4	141	4
19	22	Volvo 740/760 Wgn	A4	141	4
22	26	Volvo 740/760 Wgn	L4	141	4
23	28	Volvo 740/760 Wgn	M4	141	4
20	25	Volvo 740/760 Wgn	M4	141	4
24	27	Volvo 740/760 Wgn	D-L4	145	6

Ford on Imports:

Japan's Hold on Market Is Tough To Break

Ford recently held its annual new car show in Las Vegas, Nevada. Fleet managers were invited to view Ford's offerings for the new model year and to hear Ford executives discuss their opinions about the state of today's automobile industry.

The following article is based on a presentation delivered by Robert Rewey, Vice President and General Manager, Ford Division. Like many of his peers in the business, Rewey is optimistic about the growing stability of our economy but concerned about Japan's increasing hold over the U.S. automobile market.

THE COMING YEAR is going to be an exciting, very competitive and important year for all of us. I'm sure you realize that we are living through an era of rapid change — the most dramatic in the history of the U.S. automobile industry. Changes are evident in the economy, in our laws, in consumer attitudes, and in the structure of international competition. All of these changes are coming together to have dramatic effects on the way we conduct business today and the way we will conduct business in the future.

I believe that there are two key issues which will greatly affect our future. They are: industry outlook for the coming year, and the overwhelming boom in the sale of Japanese car imports.

I'd like to start with the general health of the economy, particularly as it relates to the car and truck business. Gross National Product or GNP is the broadest measure of economic activity. For the past several years, GNP has been on the rise, reflecting the healthy economy we've had in 1983, 1984 and so far in 1985. Even though we have virtually recovered the ground lost in 1980-1982, the consensus of economists now is that we'll see growth in GNP of about 3 percent in the third quarter of 1985 and again in the fourth quarter. They expect that growth to continue, perhaps up to 4 percent through 1986.

Even if these predictions come true, this boom period that started in late 1982 will **still** not be the longest expansion the U.S. economy has experienced since World War II.

According to leading economic indicators, there hasn't been a whole lot of "direction." The leading indicators have been "flat" for more than a year now. "Flat" means a continuation of what we've had — and that's been a healthy economy.

Personal income continues to grow and higher discretionary income is what has sustained the current boom in our car and truck business. There are certainly no signs of weakness here.

The job situation is very strong. The unemployment rate has remained at about 7.3 percent for several months. Actually, it hasn't changed much for about a year. That's not as low as it traditionally was in the 1970's, but it is a lot lower than any other figure we have seen in this decade.

Consumer Price Index

Perhaps the best measure of inflation is the consumer price index. We're expecting inflation for 1985 to be less than 4 percent. In fact, in the last two months, it's been running at only 2.4 percent, and we are not expecting much change for 1986.

OF COURSE, THE major indicator that bodes well for business is the stability in the prime rate at 9½ percent — the lowest since 1977. We project that it will stay there for the remainder of the year and into 1986. There's a growing feeling at Ford Credit that rates may drop even lower in 1986.

Another piece of good news for our industry and for the country as a whole is our projection that the

(Continued on page 24)

Ford on Imports

(Continued from page 20)

price of gasoline will continue to decline for the next ten years — in terms of real dollars — while the fleet on the road will continue to become more fuel efficient. What a change! It wasn't that long ago that we were talking about $2 and $5 a gallon gasoline and the demise of all cars except subcompacts.

The most important fact in all of these economic statistics is that people feel good about what's happening — they're confident about the economy. Consumer confidence is the most important measure of future strength in our business. This measure of consumer confidence has been extremely strong for nearly three years now, and it's remaining at a very high level.

Here's where we see all of this paying off in sales:

Between 1979 and 1983, Japanese manufacturers sold fewer than 2 million cars in this country. That figure increased to about 2 million in 1984. This year, with the removal of voluntary restraints, it will probably jump to 2.4 million, and next year the figure could skyrocket to 2.9 million.

Domestic auto makers saw healthy sales last year — about 7.6 million. We will sell about the same number, actually 7.7 million this year. But next year, domestic volume could drop 9 percent to about 7.0 million cars.

Truck Sales Up

A boom has hit the truck business. This year, the industry will sell about 4.6 million trucks — an all-time record.

Sales of Japanese trucks jumped to 700,000 in 1984 and are expected to reach about 800,000 this year. That's a tremendous increase over the 2 or 300,000 trucks that were sold here in the late 1970's.

Other foreign manufacturers are now selling about 100,000 trucks a year in the United States.

The most significant cause of the tremendous growth in the truck business is substitution for cars. In 1978, truck sales accounted for 39 percent of car sales; that was the era of the recreational vehicle. Many people bought an "RV" instead of another car. As gas prices escalated in the early 80's, gas-guzzling truck sales dropped. By 1981, the relationship of truck sales to car sales had dropped to 27 percent. But the number is climbing again. This year, truck sales will probably account for 43 percent of car sales — an all-time high.

THERE ARE TWO reasons for this: the tremendous popularity of compact pickup and utility trucks, and more importantly, the incredible growth of compact vans and wagons.

Japanese Imports

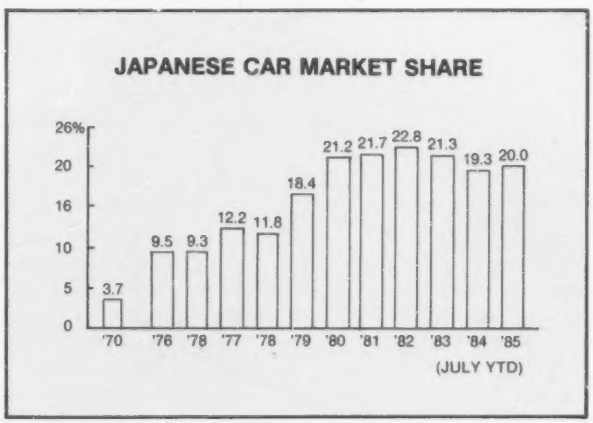
I'd like to share with you Ford's position on the growing importation of Japanese vehicles. In 1970, Japanese manufacturers had less than 4 percent of the market, but they built momentum until the early 1980's when they reached a market share of 22.6 percent. Voluntary restraints were then implemented and their momentum was slowed down. In 1984, Japanese cars accounted for 19.3 percent of all cars sold. With the removal of voluntary restraints in April, they began to build up steam again. For the first seven months of the year, they were running at a 20 percent share. But it's important to note that in July, they took nearly 25 percent of the market. We are now projecting that they will end the year with 22 or 23 percent of the market. If our government does not take any decisive action in 1986, their shares could go as high as 26 or 28 percent.

"Another piece of good news for our industry and for the country as a whole is our projection that the price of gasoline will continue to decline for the next ten years — in terms of real dollars — while the fleet on the road continues to become more fuel efficient."

There are many people in academia and politics who are committed to the credo of "free trade." The arguments for open markets sound so theoretically convincing, but in today's real world, they don't work. And it's having a severe impact on a big share of American business — not just the auto sector.

This country's merchandise trade deficit is out of control. Prior to 1976, we ran a trade surplus. In 1983, the deficit was $63 billion. In 1984, $123 billion and this year it will probably be about $150 billion.

I mentioned earlier that employment levels were continuing to climb. But these are mostly "service jobs." According to a recent *New York Times* article, we're losing our manufacturing jobs rapidly.



In the last six years, this country has lost well over one million jobs in industries such as machinery production, primary metal making, fabricated metals, motor vehicle production, textiles, and the garment industry.

In 1984, the U.S. showed a deficit of $37 billion — about $20 billion of that was accounted for by imports of Japanese vehicles. This year, it's expected to be $50 billion, with autos accounting for about $28 billion of that deficit.

SINCE 1970, PRODUCTION in Japan has increased steadily from 5.3 million vehicles to 12.4 million in 1984. And it's projected to increase to 13.1 million this year. The significant point is that domestic sales in Japan have remained relatively flat so that virtually the entire increase in production capacity is dedicated to exports. The recipient of the output from this capacity has been the United States — about 42 percent of their total 1984 exports were shipped here — 2.8 million. In 1985, that will probably increase to 47 percent of their exports.

"Everyone has probably heard about the "Japanese cost advantage." Expert opinions vary some, but it is generally recognized that the Japanese can produce a car for somewhere between $2000 and $2500 less than a U.S. producer."

Most of the free world has imposed strict limits on Japanese imports. France, for example, imposes an 11 percent import duty on Japanese cars and limits their market share to three percent. Germany and the United Kingdom impose a similar import duty and limit Japanese market share to 10 percent and 11 percent respectively. Italy has also shown an 11 percent import duty, but they have a share-volume restriction of only 11 percent.

Only 3 Percent in U.S.

In the United States, we have only a 3 percent import duty on cars and the Japanese have indicated they'll limit their exports here to 2.3 million cars — for 1985 only. It appears that we're the only people in the world that believe in "free trade."

The amount of Japanese content in Japanese vehicles that are being made in the United States is also rising. In 1985, Nissan and Honda will produce approximately 500,000 vehicles in this country. As best as we can determine, about half of the components in those vehicles are produced in Japan so they could be regarded as the equivalent of an additional 250,000 Japanese imports in this country. By 1987, there will probably be a million equivalent to another 500,000 imports.

EVERYONE HAS PROBABLY heard about the "Japanese cost advantage." Expert opinions vary some, but it's generally recognized that the Japanese can produce a car for somewhere between $2000 and $2500 less than a U.S. producer. About $950-$1150 of that money is accounted for by the advantages the Japanese have in product techniques, inventory systems, labor costs, and other factors that we — the domestic industry — should be prepared to compete with the Japanese on. However, the remaining money is something that the domestic manufacturers cannot do anything about. About $750 of the cost advantage is accounted for by an under-valuation of the yen vis-a-vis the U.S. dollar. Approximately $300 to $600 is accounted for by Japanese tax policies (VAT) which provide a

(Continued on page 58)

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701-040

New Car Survey Reveals Purchasing Plans For Public Utility and Government Groups

Last month's issue carried the new car acquisition plans for both the U.S. Commercial and Canadian fleet groups. The purchasing plans for the Public Utilities Group and Government Group are described below. The results are based on NAFA's New Car Acquisition Survey.

Public Utilities Group

The Public Utilities Group consists of 15 fleets operating 10,209 passenger cars (9,317 company-owned, 892 leased). The current composition of these fleets is 69 percent sub-compacts, 17 percent compacts, 10 percent mid-size, and four percent large cars.

During the 1985 model year these fleets acquired 1,220 new vehicles. They plan to acquire 1,311 passenger cars and vans during the 1986 model year.

No one in the public utilities group is making any major changes in their car policies for 1986.

Fifty-three percent of the group's 1986 new car acquisitions will be sub-compact cars; 29 percent will be compact cars; 16 percent will be mid-size cars, and two percent large cars. Fifty-eight percent of the new car acquisitions will be bottom-line models; 40 percent of the vehicles will be middle-line models, with only two percent of the vehicles top-of-the-line models.

Three fleets in the group are planning to order some new mini-vans during the coming year (only slightly more than one percent of the total new car orders). Four-door sedans will account for 76 percent of the new car orders, with five-door hatchbacks accounting for 23 percent. One percent of the orders will be for station wagons.

No fleet in the group is planning to order any two-door specialty models, but one fleet did indicate that for the first time they will be allowed to compete on bids for import cars in 1986. One fleet did report it had import cars in service, but did not indicate how many.

The Public Utility fleets participating in the annual new car acquisition survey are currently using the following engines in their fleet: four-cylinder engines in sub-compacts and compacts, six-cylinder engines in mid-size cars, and eight-cylinder engines in their few large cars.

Asked if they were planning any change in engines for 1986, the answer from the 15 respondents was "no." However, when asked if they plan to use standard transmission on their 1986 cars, three said "yes." Two are using it on their sub-

(Continued on page 50)

Summary of Options On All Cars

Group	AM/FM Stereo	Power Disc Brakes	Power Steering	Automatic Trans.	S/B/R Tires	Air Cond.	Tinted Glass	Vinyl Roof	Tilt Wheel	Power Door Locks	Power Windows	Cruise Control
Public Utility												
Large(8)	6	*	*	*	5	7	6	—	4	4	4	7
Mid-Size (9)	7	9	9	9	7	8	8	—	4	2	2	6
Compact (10)	1	9	9	8	7	9	8	—	1	—	—	—
Sub-Compact (6)	—	3	3	4	3	5	4	—	—	—	—	1
Government, Law Enforcement, Education												
Large (10)	3	*	*	*	5	10	10	1	4	4	5	5
Mid-Size (12)	4	9	12	11	8	10	10	1	4	1	1	6
Compact (7)	4	5	7	6	4	5	5	1	1	—	—	3
Sub-Compact (5)	—	—	—	—	—	—	—	—	—	—	—	—

NOTE: The figure in ( ) beside the car size indicates the number of fleets in each group ordering that size car. The number under the items of equipment is the number of fleets in each group ordering the item for every car of that size at no expense to the operator.

*Standard equipment on large cars.

New Car Survey: Part II

(Continued from page 34)

compact cars, and one said on all their cars.

Thirteen of the public utility fleets do not permit the operator of their company-provided vehicles to have a choice of car and equipment, while only two allow the operator to select the make and accessories.

Government Group

The Government Group consists of 18 fleets operating 11,871 passenger cars (11,791 company-owned, 80 leased). Included in the group are law enforcement, government agencies other than law enforcement and educational institutions.

The current composition of these fleets is three percent sub-compact, 13 percent compact, 35 percent mid-size, and 49 percent large cars.

During the 1985 model year these fleets acquired 2,320 new vehicles. They plan to acquire 2,636 passenger cars during the 1986 model year. Fifty-seven percent of the group's new car acquisitions will be large cars; 36 percent will be mid-size cars; six percent will be compact cars, and one percent will be sub-compact cars. Thirty-five percent of the new car acquisitions will be bottom-line models; 51 percent of the vehicles will be middle-line models, and 14 percent will be top-of-the-line models.

Four-door sedans will account for 90 percent of the new car orders, with 2-doors accounting for four percent and five-door hatchbacks accounting for two percent. One percent of the orders will be for station wagons with three percent of the group planning to order some new mini-vans during the coming year.

One fleet did indicate that they are planning to order two-door specialty models. Four fleets reported that they have imports already in service but no fleet said that they were planning to purchase imports for the 1986 model year. One interesting comment about the use of imports came from one of the fleet managers in this group who wrote the number of imports is "classified."

The Government Group fleets participating in the annual new car acquisition survey are currently using the following engines in their fleet: four-cylinder engines in sub-compacts and compacts, six-cylinder engines in mid-size cars, and eight-cylinder engines in their few large cars.

Asked if they were planning any change in engines for 1986, two fleets said they were changing to four-cylinder engines in their mid-size units. When asked if they plan to use standard transmission on their 1986 cars, no one in the group said that they were ordering standard transmission.

Sixteen of the government fleets do not permit the operator a choice of car and equipment, while two do allow the operator to select the make, model, engine, and transmission but not accessories. ■

Job Delegation

(Continued from page 26)

dance, but assures the subordinate that it's his ball and he must run with it.

The "C" stands for Control, a necessary ingredient when giving authority and responsibility. This can be pursued through records, reports, periodic evaluation, or quite often, just personal observation. You can use this occasion to advise your subordinates how they are doing and recognize their efforts.

How sharp are you at delegating? A score of 16 points on the following self-evaluation quiz indicates that you are doing fine.

Score yourself as follows on the questions below: ALWAYS — 3 points; MOST OF THE TIME—2 points; NEEDS IMPROVEMENT—1 point.

	Points
1. Do you refrain from taking work home at night?	____
2. Are you available when subordinates come to you with questions or for advice?	____
3. Do you meet your work deadlines?	____
4. Do you spend most of your time planning and supervising — rather than working on details?	____
5. Do you have confidence in your subordinates' abilities?	____
6. Do you ask others for their ideas about problems that arise in their work?	____
7. When delegating, do you follow the "A, B, C" formula?	____
Your Score	____

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